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Message Text

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PAGE 01 MOSCOW 09164 020919Z

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ACTION EUR-12

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USDOC FOR BEWT/DOWNEY AND BEWT/USSR

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: CHAMBER OF COMMERCE/INDUSTRY SUPPORT FOR EVENTS IN
COMMERCIAL OFFICE

REF: A) STATE 154420; B) MOSCOW 8780

1. DURING CONVERSATION REPORTED REF B, CHAMBER OF COMMERCE AND INDUSTRY OFFICIAL K.G. OGANESYAN WAS NOT RPT NOT SPECIFIC AS TO TYPE(S) OF INFORMATION WHICH CHAMBER WISHES TO RECEIVE AT LEAST SIX MONTHS PRIOR TO HOLDING OF TRADE PROMOTIONAL EVENTS IN COMMERCIAL OFFICE. WE ARE AWARE OF PROBLEMS WHICH SIX-MONTH REQUIRMENT WOULD POSE FOR BEWT IF CHAMBER WERE TO REQUIRE LIST OF PARTICIPANTS THAT FAR IN ADVANCE. UNLESS SPECIFICALLY NOTIFIED TO CONTRARY, WE PROPOSE TO WORK ON ASSUMPTION THAT SIX-MONTH RULE APPLIES ONLY TO: A) THEME OF EVENT; ?) PROPOSED DATES; AND C) A LIST OF POTENTIAL PARTICIPATING COMPANIES ALONG WITH SOME INDICATION OF SEMINAR TOPIC AND, WHERE APPROPRIATE, DISPLAY MATERIALS.

2. OUR REFERENCE IN REFTEL B TO POSSIBILITY OF SELECTIVE USE OF CHAMBER'S SUPPORT REFLECTED OUR CONCERN THAT ACCEPTANCE OF CHAMBER'S CONDITIONS, PARTICULARLY SIX-MONTH ADVANCE NOFIFICATION PROVISO, FOR ALL EVENTS CONDUCTED IN COMMERCIAL OFFICE COULD HAVE DEPRESSING EFFECT ON LEVEL OF BETWEEN-SHOW PROMOTIONS CURRENTLY BEING ORGANIZED BY PRIVATE COMPANIES. FOR INSTANCE,
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THIS WEEK IN COMMERCIAL OFFICE, OKLAHOMA CITY FIRM CMI IS

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CONDUCTING THREE-DAY SEMINAR ON ITS ROAD CONSTRUCTING EQUIPMENT
WHICH WAS ORGANIZED, AS FAR AS COMMERCIAL OFFICE CONCER ED,
ON TWO DAYS NOTICE. WHILE THIS EVENT IS STRICTLY SEMINAR WITH
NO PRODUCT DISPLAY (AND CONSEQUENTLY NOT OF DIRECT INTEREST
FOR CHAMBER UNDER DIVISION OF RESPONSIBILITIES WHICH
OGANESYAN PROPOSES TO FOLLOW), WE CITE CASE AS EXAMPLE OF
RELATIVELY SHORT LEAD TIME WHICH WE SOMETIMES HAVE IN CASE
OF PRIVATELY-ORGANIZED SHOWS. IT IS POSSIBLE, OF COURSE, THAT
AS COMMERCIAL OFFICE BECOMES BETTER KNOWN AND MORE FIRMS BEGIN
TO USE OUR FACILITIES FOR PRIVATE SHOWS, OUR SCHEDULE WILL
BECOME SO CROWDED AS TO RULE OUT SUCH LAST-MINUTE EVENTS
AS CMI SEMINAR. UNTIL THAT TIME COMES, WE WILL SEEK TO REACH
AGREEMENT WITH CHAMBER ON COOPERATION IN STAGING EVENTS IN
COMMERCIAL OFFICE WHICH WILL ALLOW US TO MAKE OUR
FACILITIES AVAILABLE FOR U.S. COMPANIES ON SHORT NOTICE.
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